



IRAQ

Security Costing

Contracting Process



Security Issues

- ☐ Demonstrated Threat: protection against
 - Kidnapping
 - Murder and theft
- ☐ Create a Security Structure
 - Chief of Security and Administrative team
 - Trained Non- Iraqi Body Guards, Site Guards, Drivers
- ☐ Tactical Equipment
 - Armored vehicles
 - Radios and other Communication equipment
 - Computers and Sat Communication
 - HF communication and vehicle tracking devices



Security Issues

☐ Life Support

- Trailers to live and work
- Dining, laundry

☐ Miscellaneous admin:

- Embassy Compound Access
- Travel costs
- Country Entry and Exit



Source Selection Objective

“The objective of Source Selection is to select the proposal that represents the ***Best Value***”
FAR 15.302

Best Value: “The expected outcome of an acquisition that, in the Government’s estimation, provides the greatest overall benefit in response to the requirement.”

FAR 2.101



Source Selection Authority (SSA)

Roles and Responsibilities

- ☐ Reviews and approves Source Selection Plan (SSP)
 - Approved prior to Request for Proposals release
 - Plan specifies evaluation factors, which are incorporated in Section M of Request for Proposals
 - Plan specifies method of evaluation
- ☐ Determines if award without discussions is appropriate
- ☐ Makes source selection decision
- ☐ Documents the supporting rationale in the Source Selection Decision Document (SSDD)



Source Selection Process Award Without Discussions

Preparation and Planning Phase

Evaluation Phase

Clarification Phase

Decision Phase

Award Without Discussions





Source Selection Process Award With Discussions

Preparation and Planning Phase

Initial Evaluation Phase

Competitive Range Determination

Discussions Phase

Final Evaluations Phase

Decision Phase



Example DoD Preparation and Planning

**Source Selection Plan (SSP) approved, RFP Released,
Source Selection Evaluation Guide (SSEG) signed**

Gather Team and Establish Ground Rules

Receive Process Training

Receive Source Selection Tools

Receive Legal Procurement Ethics Training

Read RFP, Spec, SSP, SSEG

(Subfactor) Teams Discuss Section M Criteria



DoD Example Preparation and Planning

- ❑ Read key Request for Proposals (RFP) documents
 - Government Executive Summary (If used)
 - RFP Sections A-K, especially:
 - Statement of Work/Specification (Section C)
 - Delivery schedule (Section F)
 - Special Contract Requirements (Section H)
 - Contract Data Requirements List (CDRL) (Data Item Descriptions (DIDs))
 - Fill in Representations and Certifications (Section K)

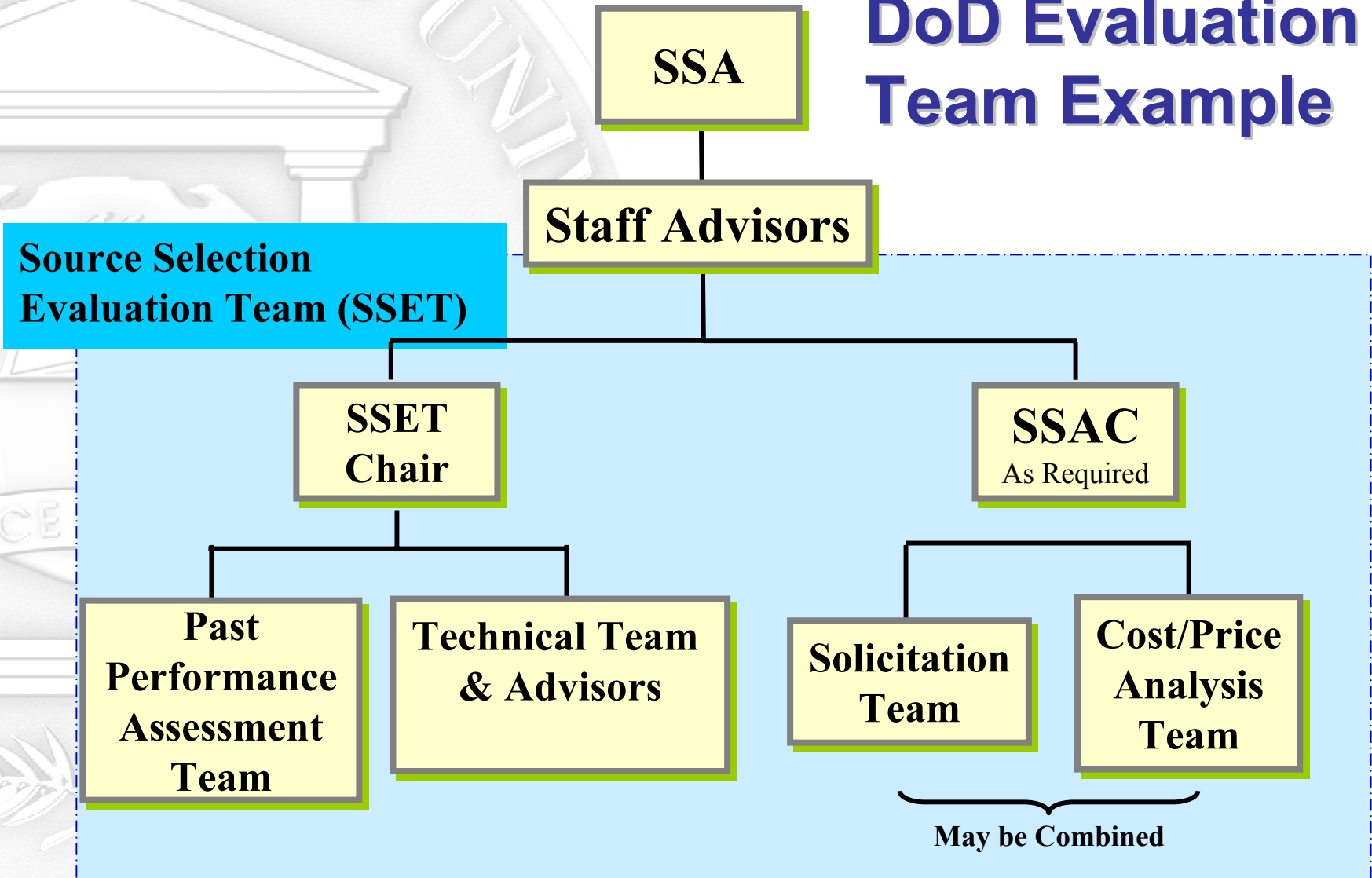


DoD Example Preparation and Planning

- ❑ Read key Request for Proposals (RFP) documents
 - RFP Section L - Instructions, Conditions, and Notices to Offerors or Quoters
 - Review proposal structure table
 - Specifications and Technical Requirements Documents
 - Statement of Work (SOW) Instructions (if used)
 - Cost/Price Instructions
 - Study Section M - Evaluation Factors/Criteria for Award
 - Understand how criteria relate
 - Understand the uniform baseline against which each Offeror is compared
 - Understand RFP/Proposal/Contract Document Linkage



DoD Evaluation Team Example



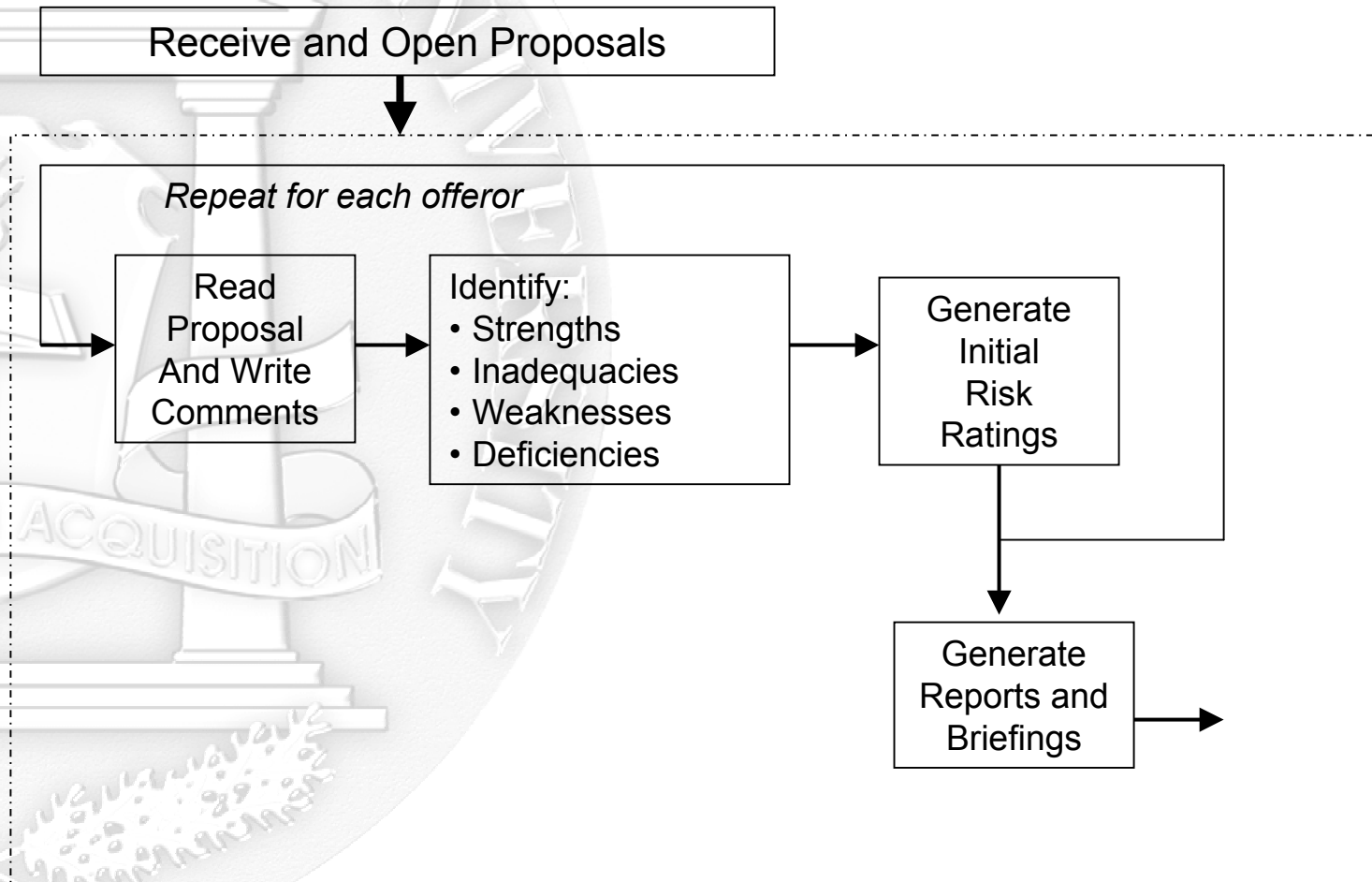


Source Selection Evaluation Team Membership

- ☐ **Career Civilian and Military Personnel**
- ☐ **Mixed Skill Set**
 - ***Contracting***
 - ***Technical***
 - ***Cost and Price Analysis***
- ☐ ***Non-Governmental Personnel May be Used as Advisors, but Not as Evaluators***



DoD Initial Evaluation Example



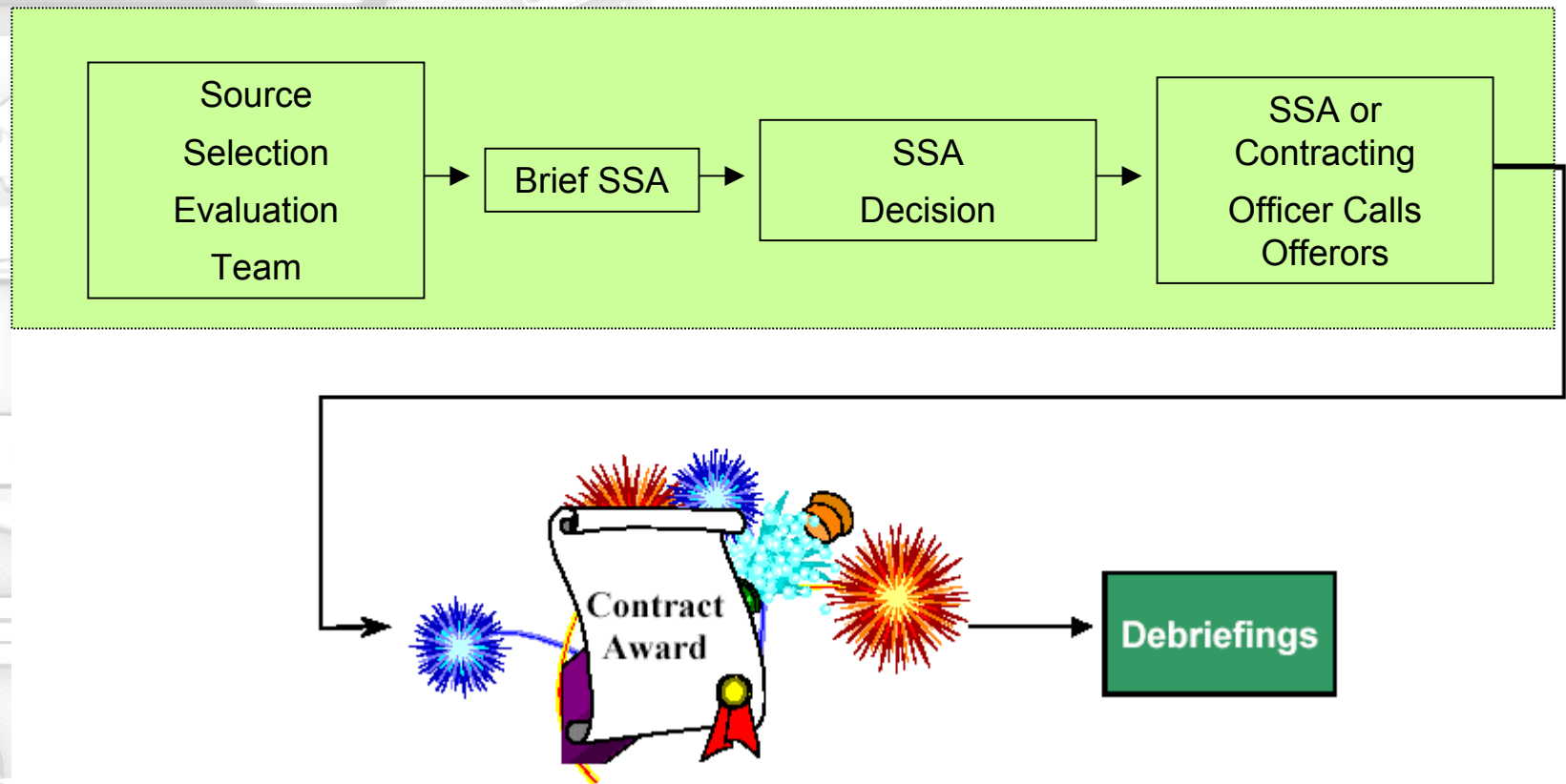


Exchanges with Industry After Receipt of Proposals

- ☐ ***Clarifications and award without discussions***
- ☐ ***Communications with offerors before establishment of the competitive range***
- ☐ ***Exchanges with offerors after establishment of the competitive range***
- ☐ ***Limits on exchanges***



DoD Example Decision Phase





Source Selection Decision

“The source selection authority’s (SSA) decision shall be based on a comparative assessment of proposals against all source selection criteria in the solicitation. While the SSA may use reports and analyses prepared by others, *the source selection decision shall represent the SSA’s independent judgment.*”

Federal Acquisition Regulation 15.308



Source Selection Decision Documentation

“The source selection decision shall be documented, and the documentation shall include the rationale for any business judgments and tradeoffs made or relied on by the SSA, including benefits associated with additional costs. Although the rationale for the selection must be documented, that documentation need not quantify the tradeoffs that led to the decision.”

Federal Acquisition Regulation 15.308



Contract Award

- ☐ **Affirmative Responsibility Determination**
- ☐ **Contract award**
- ☐ **Notification of unsuccessful offerors**
- ☐ **Debriefings**

***Not all solicitations result in contract award.
Solicitations may be cancelled prior to award.***



Debriefings of Unsuccessful Offerors

- ☐ May be done orally or in writing
- ☐ Minimum information to be provided
 - Government's evaluation of significant weaknesses and deficiencies in the proposal
 - Overall evaluate cost/price and technical rating of successful and debriefed offerors
 - Overall ranking of all offerors, if created
 - Summary rationale for award
- ☐ Make and model of commercial items
- ☐ Reasonable responses to relevant questions



Release of Data

- ☐ **No person or other entity may disclose contractor bid or proposal information or source selection information to any person other than a person authorized, in accordance with applicable agency regulations or procedures.**
- ☐ **Contractor bid or proposal information and source selection information must be protected from unauthorized disclosure**

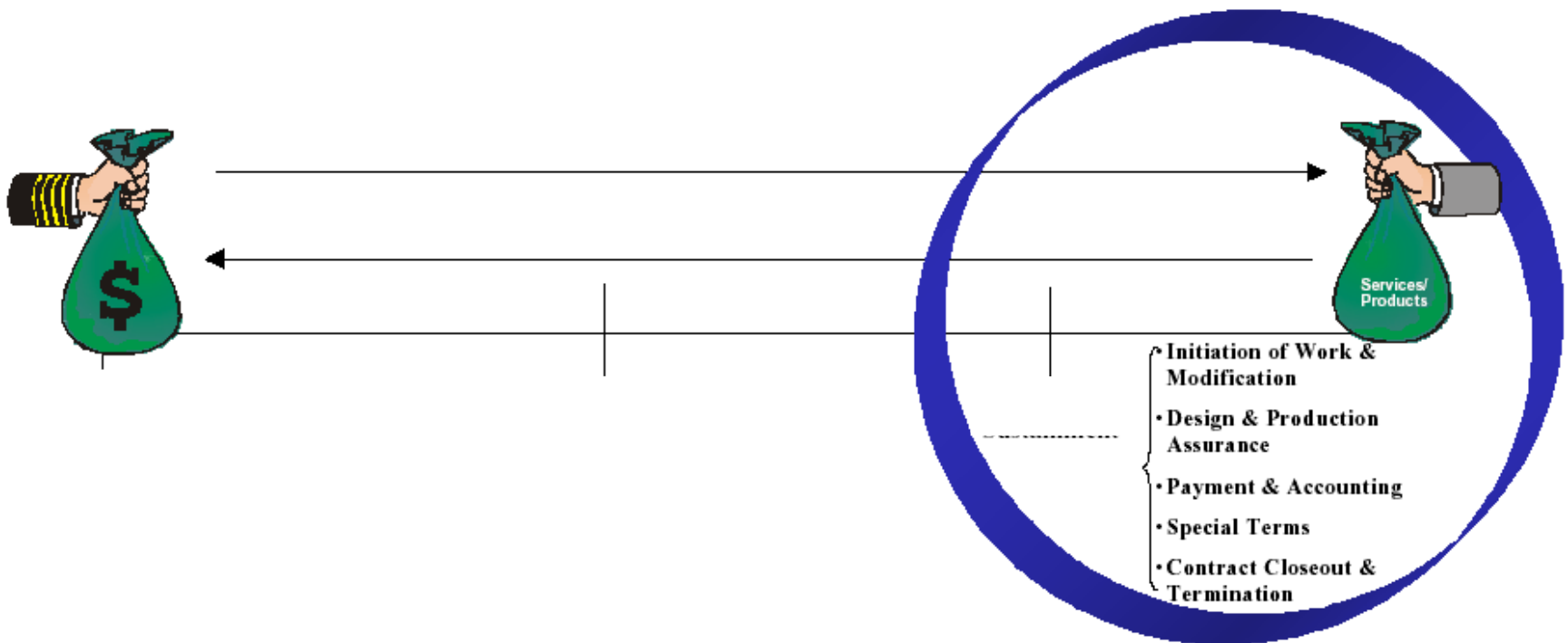


Federal Acquisition Regulation Based Protests

- ❑ Protests may be made to
 - Agency
 - Government Accountability Office
 - Courts



Contract Management Phase



Acquisition
Planning

Contract
Solicitation
and Award

Contract
Management



Additional Information

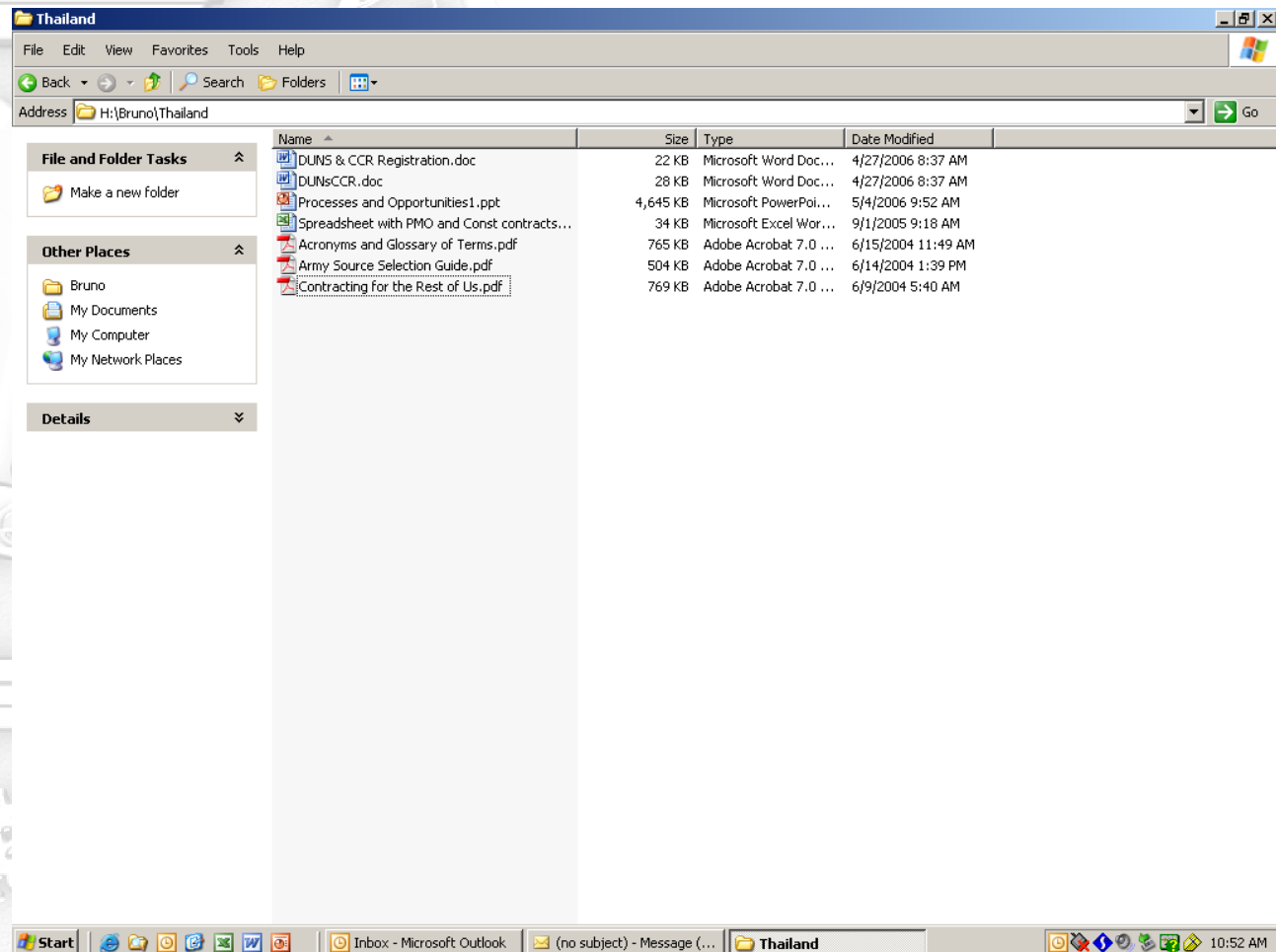


Major Contracting Efforts

- ☐ **Iraq Project and Contracting Office (PCO)**
- ☐ **U. S. Agency for International Development (AID)**
- ☐ **U. S. Army Corps of Engineers (USACE)**
- ☐ **Iraqi Ministries using Development Fund for Iraq (NDI)**
- ☐ **NATO**



Contents of CD-ROM





Additional Sources of Information

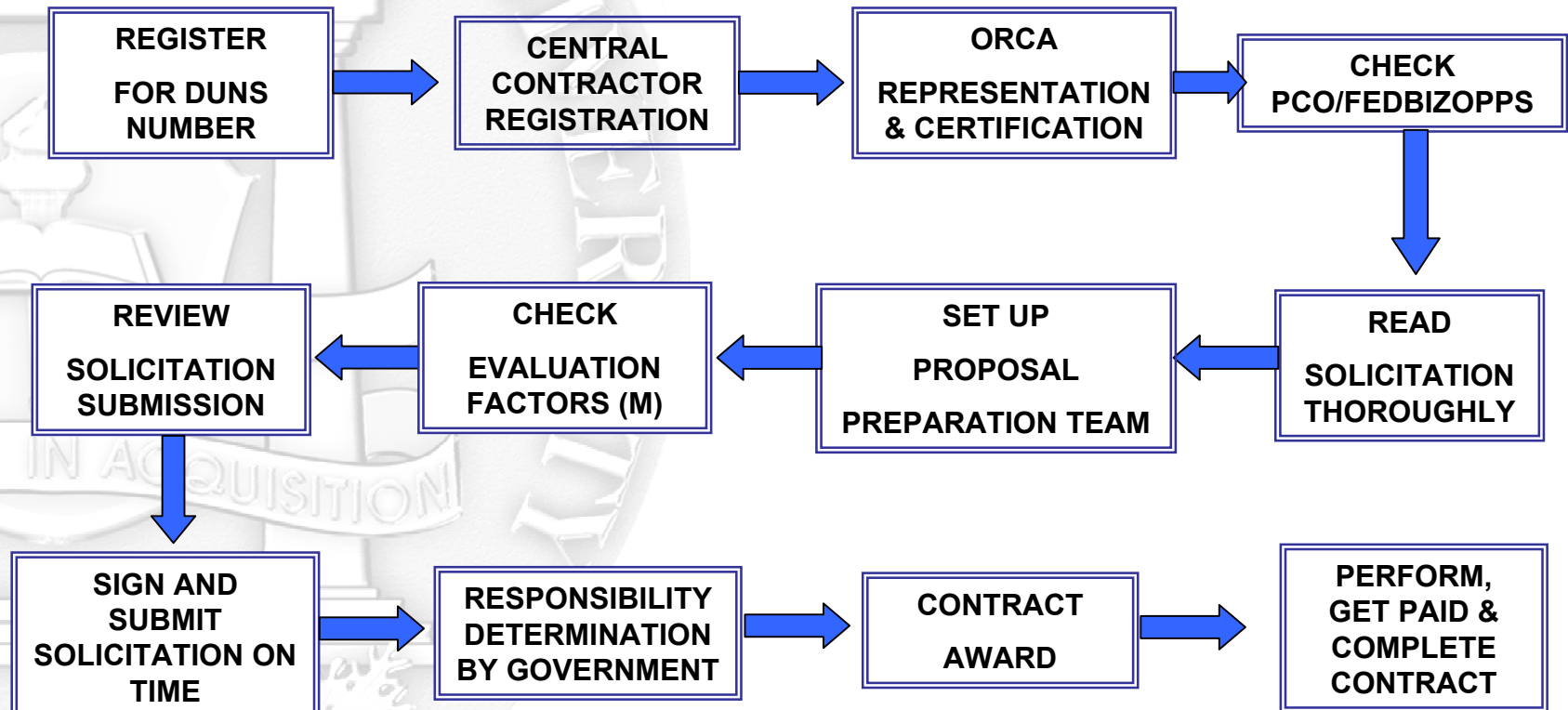
- Subcontracting/Partnering Opportunities:
www.export.gov_ops/contracts.html
All 2004 prime contractors listed here
- Iraqi Ministry Contracts [Linked through Department of Commerce]:
www.export.gov/iraq/index.html
- Department of Commerce Business Guide for Iraq:
http://www.export.gov/iraq/bus_climate/businessguide_current.html
- Iraqi Newspapers: www.onlinenewspapers.com/iraq.htm
- Coalition Provisional Authority Order 87 & Memorandum # 4:
<http://www.cpa-iraq.org/regulations>
- Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement at FARSite:
<http://farsite.hill.af.mil/>



Additional Sources of Information

- <http://orca.bpn.gov/>
- www.rebuilding-iraq.net - PCO - New Solicitations
- http://www.dlis.dla.mil/nato_poc.asp - NATO (CAGE) Code
- <http://www.namsa.nato.int/> - NAMSA

PRIME CONTRACTOR PROCESS CHART





SUBCONTRACTOR PROCESS FLOW CHART

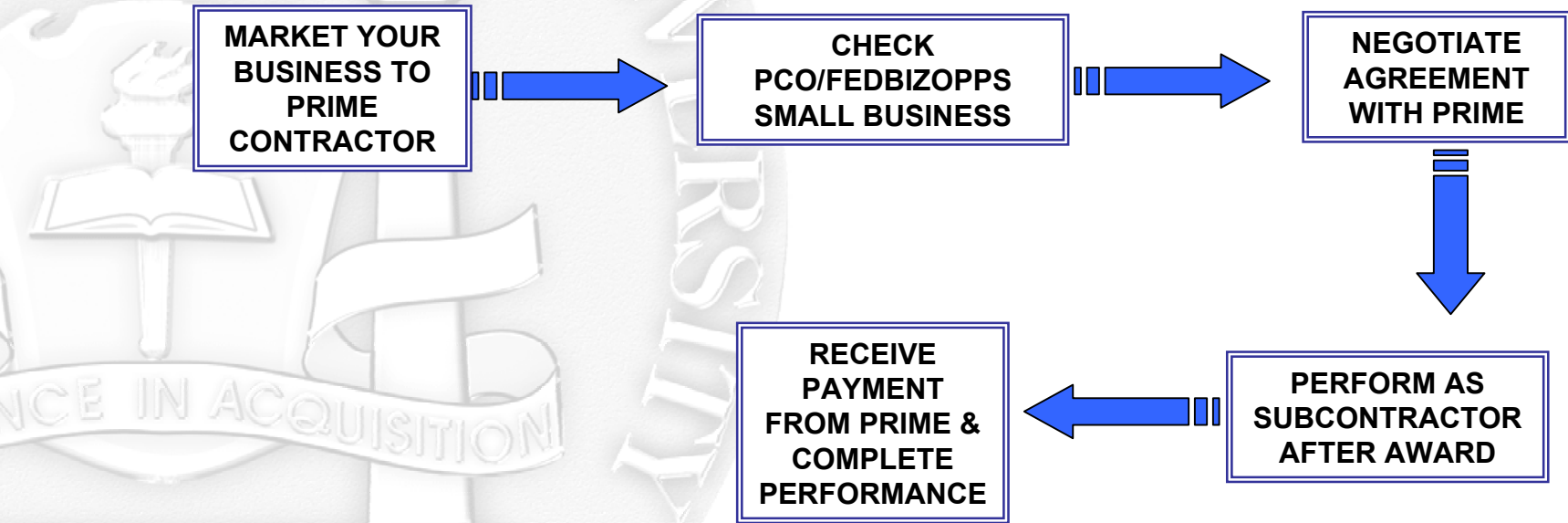
**MARKET YOUR
BUSINESS TO
PRIME
CONTRACTOR**

**CHECK
PCO/FEDBIZOPPS
SMALL BUSINESS**

**NEGOTIATE
AGREEMENT
WITH PRIME**

**RECEIVE
PAYMENT
FROM PRIME &
COMPLETE
PERFORMANCE**

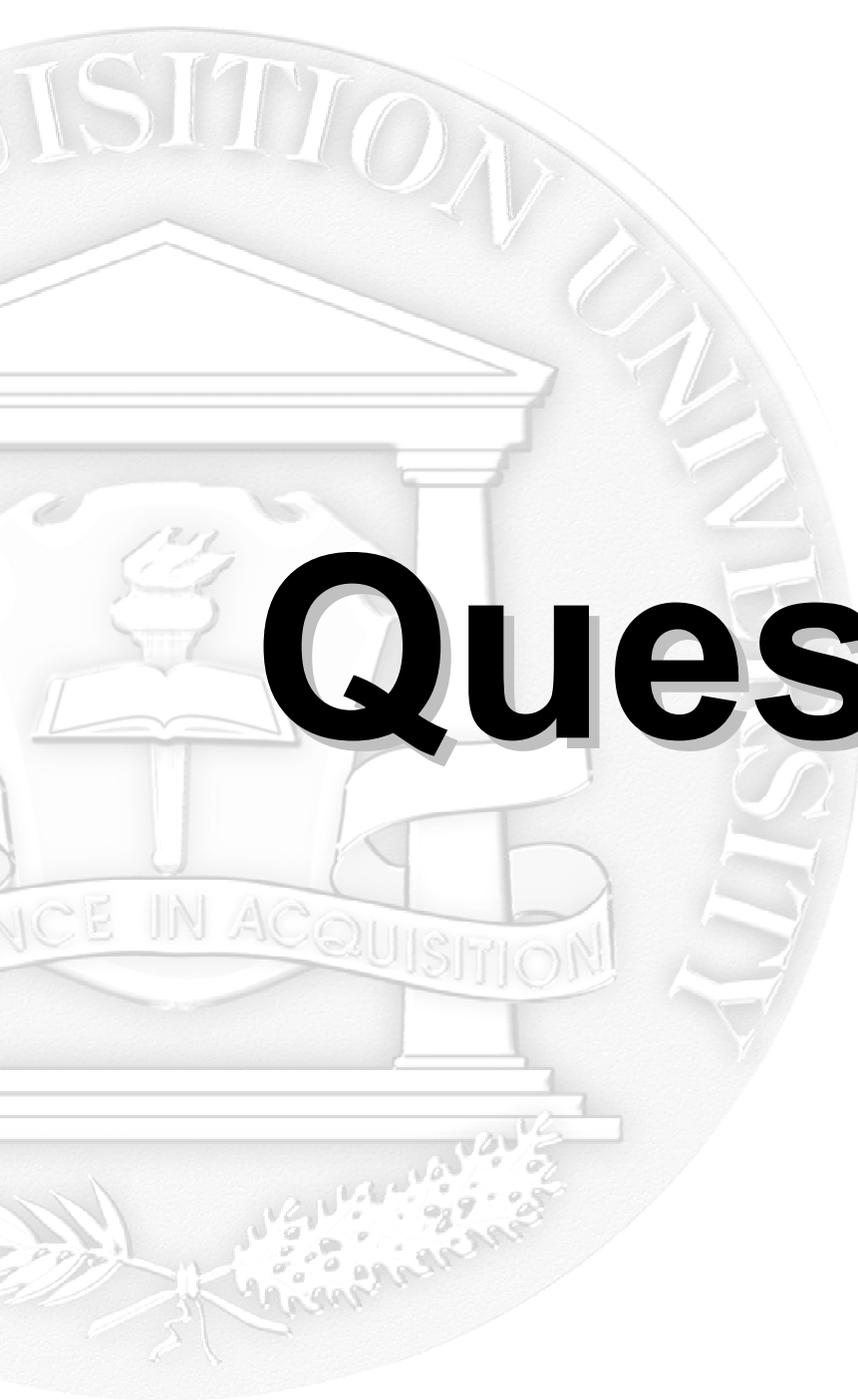
**PERFORM AS
SUBCONTRACTOR
AFTER AWARD**





Final Thoughts

- ☐ Each solicitation must be read thoroughly
- ☐ Focus on evaluation factors in section M
- ☐ Consider security costs
- ☐ Be timely
- ☐ Remember process is competitive and non-political



Questions?

Additional Sources of Information



☐ Subcontracting/Partnering Opportunities:

[www.export.gov ops/contracts.html](http://www.export.gov/ops/contracts.html)

- All 2004 prime contractors listed here

☐ Iraqi Ministry Contracts [Linked through Department of Commerce]:

www.export.gov/iraq/index.html

☐ Department of Commerce Business Guide for Iraq:

<http://www.export.gov/iraq/businessguide/current.html>

☐ Coalition Provisional Authority Order 87 & Memorandum #4:

<http://www.cpa-iraq.org/regulations>

☐ Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement at FARSite:

<http://farsite.hill.af.mil/>

Additional Sources of Information



- ❑ <http://orca.bpn.gov>
- ❑ www.rebuilding-iraq.et – PCO – New Solicitations
- ❑ www.census.gov/epcd/naicod02.htm
- ❑ www.crr.gov
- ❑ <http://ccr.dnb.com/ccrpages/ccrsearch.jsp>
- ❑ www.dlils.dla.mil/cage_welcome.asp

CCR DIRECTIONS



Go to www.ccr.gov

Click "start new registration" on top left

Click the link to the D&B website

Under #1, click the link to the webform

Choose your country

Fill out the short form to see if Dunn and Bradstreet have a match with an existing DUNS. (This is a possibility because they have over 100 million entities in their database.)

If the match is correct - click the link to get the DUNS number

If the match is correct but an update is needed, click the link to modify

After this is completed, a contact form will be filled out and an email address is required. The DUNS number will be sent to this email address.

If there isn't a match, click "request new DUNS"

Fill out the webform and submit

Fill out the contact form and the appropriate fulfilment center will notify you of your DUNS within 48 hours by email.

CCR DIRECTIONS



Do not use PO Boxes in the physical street address as they are not accepted by CCR.

After you receive the DUNS number you should wait 24 hours and then go back to www.ccr.gov to register at CCR.

Click "start new registration"

Click "continue"

Input your DUNS number in the small box

Fill out a short form which will then be compared to your D&B DUNS record

Click "yes" and move forward with the CCR registration

You will be given a temporary confirmation number by CCR. This will allow you to save your CCR record and go back to it with updates until your registration is completed. If one week passes and your record isn't completed, you will need another confirmation number. The confirmation number when completed is replaced by the TPIN which is permanent.

When the entities want to update their CCR record, they need their DUNS and TPIN. On the home page of www.ccr.gov they would click Update/Renew.